



DATE: August 25, 2006

TO: Tow Service Providers

FROM: Kelly Lynn, Air Quality/Mobility Program Manager
San Bernardino Associated Governments (SANBAG)

SUBJECT: Amendment No. 1 to the San Bernardino Associated Governments' (SANBAG) Request for Proposal (RFP) No. 07-028 for the Provision of Freeway Service Patrol Towing Services in San Bernardino County

Based on discussions at the August 22, 2006 Pre-Proposal Conference for the above-mentioned RFP, as well as additional questions submitted to SANBAG before 4:00 pm on August 24, 2006, the following information is either additional information or an amendment to the RFP. Also, note that this information will also be posted on SANBAG's website, at <http://www.sanbag.ca.gov>.

The deadline for submitting a proposal remains the same. Proposals must be submitted into SANBAG by no later than 3:00 p.m. on Monday, September 11, 2006.

If your company has decided not to submit a proposal, we would appreciate your contacting us either by phone or by email, at klynn@sanbag.ca.gov.

Should you have any questions about this information, please do not hesitate to contact me at (909) 884-8276. Thank you and I look forward to your proposal submittals.

Amendment No. 1

SANBAG Request for Proposal No. 07-028 for the Provision of Freeway Service Patrol Towing Services in San Bernardino County

Amendments to the RFP: In reference to amendments, text that is deleted will be indicated by ~~strike through~~, and new text will be indicated in ***bold/italics***.

Please refer to the attached updated RFP document for changes/additions/revisions

Pre-Proposal Meeting Questions and Answers August 22, 2006

1. Where do we get the uniforms with the specific codes as noted/shown in the RFP?

RESPONSE: These are standard uniforms, navy blue pants and navy blue shirt. Please refer to the photo of the FSP tow driver in the RFP which clearly illustrates how the uniform should look. *Please reference Section 4.4G Operator Equipment, page 13 and Attachment, page 26.*

2. What do you classify as minor repairs on a FSP stop?

RESPONSE: If the repair cannot be made within 10 minutes, the vehicle must be towed to a CHP designated drop location. We do not want the drivers analyzing a complicated problem on the side of the highway. We must keep the safety of the motorist, as well as the driver, in mind at all times. *Please reference Section 4.3 Description of Services, page 4.*

3. If the trucks need to be installed with GPS, then are those are the only three trucks that can be used on the FSP beat?

RESPONSE: Yes, those three trucks (2 primary / 1 back-up) must be pre-approved by CHP and FSP designated for a specific beat. If one of the primary trucks break down, your CHP pre-approved FSP back-up truck must be available to be on the primary's beat within 45 minutes. *Please reference Section 4.4A Tow Truck Requirements, page 5; Section 4.4B Spare Vehicle, page 7; and Section 4.4C Vehicle Breakdown, page 8.*

4. Do all three trucks have to have the GPS installed?

RESPONSE: The two primary FSP trucks for each beat will have GPS installed. It has not been determined at this time as to whether the back-up truck will have the GPS installed or not; however, please note that SANBAG will cover the costs for both the GPS equipment and the installation of the equipment in

the trucks. *Please reference Section 4.4E Communication Equipment, page 9.*

5. Do you go low bid or how is the tow operator chosen?

RESPONSE: No, the final decision is not based on the lowest costs, but it is a determining factor. Please refer to page 17 of the RFP you will see the evaluation criteria for determining the selected proposer. *Please reference Section 11 Proposer Evaluation / Selection, page 17.*

6. How does the tow company benefit from being a provider?

RESPONSE: There are a number of factors you may want to consider when determining if you would like to submit a proposal or not for this type of service. 1) You are paid a flat hourly rate, not by the number of assists. 2) A long-term contract is guaranteed monthly income, and this RFP is offering proposers a fixed three year contract. 3) At the end of the three years, most tow companies have FSP trucks fully paid-off. 4) We are not asking for these trucks to be dedicated for FSP service only on a 24/7 hour basis, we are asking that they are dedicated only during FSP operational hours per the RFP and eventually per the contract. FSP trucks may be used during non-FSP hours as long as the truck and the driver are not displaying any FSP paraphernalia (i.e. magnetic signage, patches on the shirts and vests, etc.). We do not want to confuse the public.

7. Bernard Arroyo mentioned workstations and prices. Can we go through you to purchase these items?

RESPONSE: No, you will not be purchasing the necessary workstation that is required through SANBAG. Your company may choose to work with a consultant to assist with this purchase and the eventual set-up of the equipment, but it is up to each company how they would like to address this requirement. The required equipment should also be available at most PC stores. *Please reference Section 4.4E Communication Equipment, page 9 and 10 for specific workstation requirements.*

8. Do current contractors need another workstation?

RESPONSE: No, you do not need another workstation.

9. How would you include the cost of the workstation into the hourly rate?

RESPONSE: It is part of your task to incorporate the cost of the workstation into the hourly rate you would like to propose. Please refer to page 31 of the RFP; we need each proposal to be itemized using the breakdown that is shown. 2 trucks X hourly rate X the number of hours X 3 years would be the total. Just make sure you double check your figures and rates so that all of the numbers match. *Please reference Attachment Detailed Itemized Breakdown of Costs, page 31, Question H.*

10. Is there a maximum rate hourly rate? I remember in LA about 10 years ago, it was \$64 / hour.

RESPONSE: No, we do not have a maximum rate because it is not a low bid RFP. However, please note that staff will still need to justify the proposed cost to our board for approval.

11. You mentioned that the hours were reduced from 37.5 hours per week to 37 hours per week to allow for more time on Friday afternoons. Was that done before or after the proposal was released?

RESPONSE: It was before. The change occurred with our current FSP contractors. The forms in this RFP mistakenly refer to the hours from an older FSP RFP. The hours were changed at the request of CHP and Caltrans. The forms have been amended. Please refer to the attached RFP for the most current version of the forms and the hours. For this RFP the total number of hours per year is 1,859, and not 1,890.

12. Are the drivers required to attend the quarterly meetings and if so, how do we account for that cost?

RESPONSE: The drivers are required to attend two of the four quarterly meetings. Please note that they can not miss two meetings in a row, or they will lose their FSP driver certification. Again, it is your task to include everything that needs to be considered when figuring your hourly rate. If they miss more than two meetings the driver cannot drive.

13. How are the fuel costs figured if they continue to rise?

RESPONSE: Some agencies have proposed that if fuel costs go up, they will amend the operators contract to increase the rate, however, if the fuel costs go down, then the Agency will have the right to reduce the rate back down. Most tow operators have not agreed to this. So this is a cost that you need to determine and be comfortable with.

14. How often are the FSP training classes?

RESPONSE: The class schedule is determined by supply and demand. There is a FSP training class once a quarter but if there is a fair amount of drivers that need to attend the class sooner, CHP will make an effort to accommodate that request. If no drivers are scheduled for a particular quarter then CHP will reschedule.

15. How do we inform CHP on drivers?

RESPONSE: Same as with Rotational Tow, a 234-F form must be submitted.

16. Are we limited to the number drivers?

RESPONSE: We know that there is a need for companies to have back-up drivers, but we caution companies in certifying drivers that aren't going to be regularly working an FSP beat for several months for instance, as they will tend to forget some of their training. In addition, it is important to remember that we understand that sometimes the drivers may change beats however; trucks cannot due to the specific programming of the GPS signal.

17. Can we type directly on the RFP's?

RESPONSE: If you have adobe acrobat reader, yes, but you will not be able to save it.

18. What is the cost to replace the PDA's?

RESPONSE: Approximately \$550

19. How accurate is the AVL?

RESPONSE: Within + / - 10 meters.

20. How long is the AVL delay?

RESPONSE: It will record every 5 minutes but the officers can update within 3 seconds

21. Will it have PTO activation?

RESPONSE: No, it is constant. PTO activation is not something that is necessary for our purposes. Our purposes are time management, accountability, and location for the officers.

Questions Submitted After the Pre-Proposal Meeting, and Prior to August 24, 2006 at 4:00 pm.

22. Can we get a copy of the sign-in sheet?

RESPONSE: It will be attached as an amendment.

23. Under holidays, you do not mention New Year's Day. Is FSP offered that day?

RESPONSE: No, this was an accidental omission on our part. *Please reference Attachment A, San Bernardino County Freeway Service Patrol Preliminary List of Holidays, page 25.*

24. How are the PDA's charged?

RESPONSE: They currently are plugged in next to the workstation after each shift. This charge will usually last for the entire next shift or longer. We do also have

car chargers available for emergencies. We also have back-up "hard copy" paperwork in the event that the PDA system is not operational. *Please reference Section 4.4E Communication Equipment, page 10.*

25. Do the drivers need to have cell phones?

RESPONSE: We require Nextel phones to keep in contact with the FSP officers. *Please reference Section 4.4E Communication Equipment, page 9.*

Pre-Proposal Conference Attendees 8/22/06

Name	Agency	Address	Phone	FAX	E-Mail
Mike Hassan	Armada Towing	2285 E. 6 th Street San Bernardino, CA 92410	909/884-6511	909/888-2118	armadatow@msn.com
Jay Ingley	Armada Towing	2285 E. 6 th Street San Bernardino, CA	909/884-6511	909/888-2118	armadatow@msn.com
Melissa Ramos	Bob and Dave's Towing	12109 Bailey Street Whittier, CA 90601	562/693-9596	562/693-8693	atowprincess@yahoo.com
Rodney Sellers	Bob and Dave's Towing	12109 Bailey Street Whittier, CA 90601	562/693-9596	562/693-8693	bndtow@aol.com
Connie Portugal	JC's Towing	745 W. Holt Blvd. Ontario, CA 91762	909/391-9678	909/395-9264	jcstowing@yahoo.com
Moises Serrano	JLM's Towing, Inc.	3564 Cajon Blvd. San Bernardino, CA 92407	909/880-3263	909/880-2707	laura137@verizon.net
Grant Byrd	Pepe's Towing	2000 Key Street Colton, CA	951/682-5682	951/682-5030	grantfsp@gmail.com
Reza Jazayeri	So Cal Tow Equipment	1334 N Knollwood Circle Anaheim, CA 92801	714/484-0076	714/484-1550	rezascte@earthlink.net
Al Solorio	Al & Sons Towing	2810 Valley Blvd. Pomona, CA 91768	909/839-0932	909/444-5512	alnstow@yahoo.com
Andy Lujan	California Coach	22064 Valley Blvd Walnut, CA 91786	909/595-9448	909/595-4969	calcoacht@aol.com

Name	Agency	Address	Phone	FAX	E-Mail
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Mary Miller	Steve's Towing	9529 8 th Street Rancho Cucamonga, CA 91730	909/980-3255	909/980-4952	mmiller7207@yahoo.com
Jensen Livere	Steve's Towing	9529 8 th Street Rancho Cucamonga, CA 91730	909/980-3255	909/980-4952	mmiller7207@yahoo.com
Naser Kianfard	Top Towing	1335 N Santiago Street Santa Ana, CA 92701	714/541-2100	714/541-5225	marjanhariri@sbcglobal.net
Esmaell Madani	Towman Towing	2920 E La Jolla Anaheim, CA 92806	714/632-9997	714/632-9960	towman_towing@yahoo.com
George Acosta	Yucaipa Towing	32202 Dunlap Blvd Yucaipa, CA 92399	951/247-3010	951/247-3012	g.acosta1@verizon.net
Desi Peterson	Exclusive Towing	2061 W Placentia Lane Colton, CA 92501	951/682-2003	951/682-2043	dpeterson@exclusivetowing.com